


TECHNICAL SOLUTION



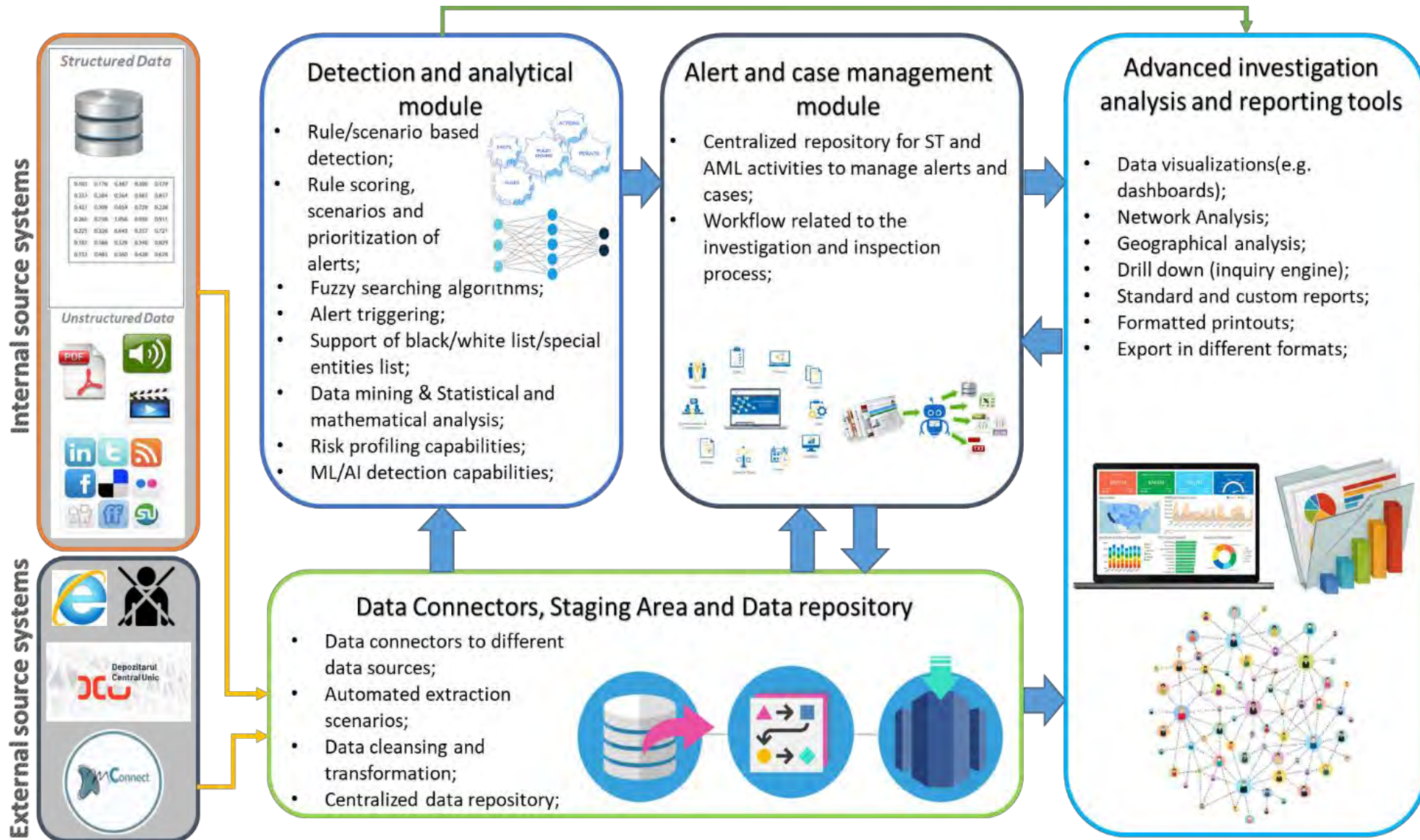


OVERVIEW OF THE KEY TECHNOLOGICAL FEATURES

Key expected features:

- Best-of-breed technologies (big data management, intelligent analytics, AI and ML capabilities);
 - Open and modular architecture, in-line with best practices;
 - Based on COTS building blocks, with minimal customized developments;
 - Highly flexible to ever-changing business needs;
 - Highly performant and scalable technologies;
 - Secured-by-design solution, with advanced security controls in place; and,
 - Easy-to-use tools, with unified user experience.
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HIGH LEVEL CONCEPTUAL DESIGN



DATA CONNECTIVITY AND MANAGEMENT CONCERNS

Purpose: to allow connecting easily to existing internal data sources, to a number of commercial databases, public registers and other databases that have standard connectivity options or be able to continually download various (sanctions/black/other) lists.

Key requirements:

- Provide Extract Transform Load (ETL) like capabilities, that would enable data extraction, processing, validation and loading into a centralized repository;
- It should not be limited to the described data sources, allowing extraction from almost any heterogeneous data source (e.g., files: xml, txt, csv, xls etc., database: Oracle, Microsoft SQL etc.);
- It is recommended that the solution has the ability to search a number of social networks; and
- It is recommended that the tool has a web crawling functionality to search online sources that do not have standard interfaces (API) or other connectors.



FLEXIBILITY TO ADAPT TO THE BUSINESS NEEDS CONCERNS

Purpose: One of the most critical concerns for the NBM is to have full control over the implemented Software Solution. This is crucial in order to ensure sufficient flexibility when (any) changes and updates to the regular operation are needed.

Key requirements:

NBM should be able to manage independently at least the following tasks (only through parametrization and configuration adjustments, versus changes in code):

- maintenance of detection rules including setting up new detection rules, scenarios and parameters and calibrating them;
- alert monitoring and assigning to the users based on automatic rules or manually;
- case monitoring and controlling;
- access right authorization to new or existing users;
- monitoring of activities, i.e. logging and possibility of monitoring all activities performed within the Software Solution; and
- creation of various reports.



SECURITY ASSURANCE CONCERNS

Purpose: Considering the sensitivity of data and the impact of decisions on the financial system, a highly secured protection is required, so that control measures provided at the system level are proportional to the risks involved.

Key requirements:

- Secured-by-design architecture;
- Authorization method within the solution should be based on the principle “everything which is not explicitly allowed is forbidden”;
- Granular management of access rights to all data and possible operations with them;
- The solution should allow granting of access rights based on business rules (e.g., modifying a template only if the user is an author);
- Single sign-in authentication based on Active Directory integrations; and
- Advanced auditing capabilities with full audit trail history of changes made.



PERFORMANCE AND SCALABILITY CONCERNS

Purpose: When operating with an enormous volume of data, which is also continuously increasing, it is critical for the software solution to provide a high level of stability and operational performance.

Key requirements:

In terms of performance and scalability, the provided solution must:

- provide native integrated capabilities such as in-memory processing, multi-thread processing, parallel execution of jobs etc.;
- be able to store all operational and historical data for a minimum of five years, without affecting its performance; and
- support some data archiving procedures.

Core inputs for the performance estimations

- Data Volumes – 50 million records per year, with expectations that it will double each 4 years; and
- Number of transactions to be processed within given time – it is estimated a number of 50 to 250,000 records to be imported and processed from different data sources daily.

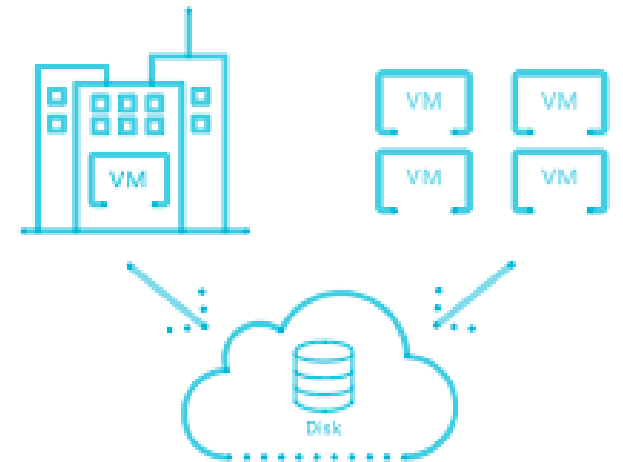


APPLICATION PLATFORM INFRASTRUCTURE

Purpose: The technology platform consists of all software and hardware components necessary to ensure the operating environment in which the solution will run. To run the solution standard equipment will be required only, available to be purchased by the NBM freely on the market.

Key requirements:

- Minimum level of dependence on the technological platform on which it runs;
- Platform technologies presented in the solution architecture should be open technologies or widely used technologies;
- Solution must fully support deployments in virtualized environments; and
- Must comply to minimal infrastructure requirements provided in Table 4 (page 46 of the Request for Proposals).

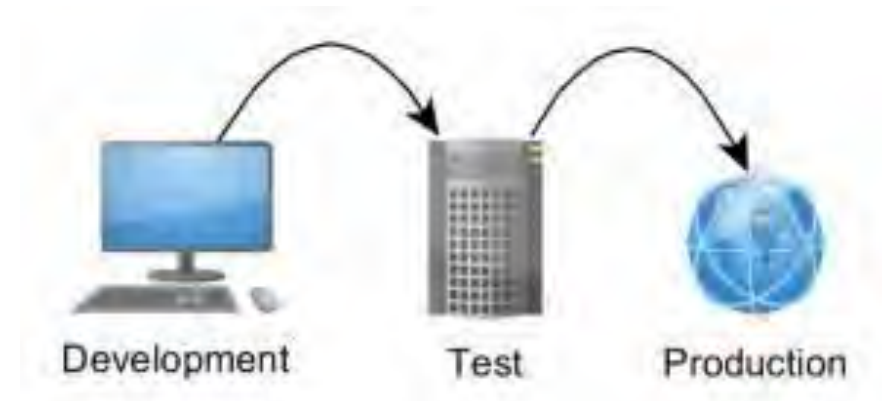


OPERATED ENVIRONMENTS CONCERNS

Purpose: After go-live, the software solution will be operated in two distinct environments: production and testing. This concern is also important from the licensing perspective.


Key requirements:

- NBM will maintain the test environment even after going into production, for development and testing purposes for 2 users;
- The solution should provide the needed functionality to allow the transfer of data between different environments; and
- It is preferable the solution has in place some mechanisms to assure puzzling or depersonalization of the data when copied from production to test environment.





COMMON QUESTIONS


- Input data (type, structured/unstructured etc.), including external sources
 - Training requirements.
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OVERVIEW OF EVALUATION AND PROCUREMENT PROCESSES






EVALUATION CRITERIA

- Bidders Experience (5 Points)
 - Past Performance with Similar Projects
 - Functional Requirements (40 Points)
 - Data Connectivity and Data Management
 - Detection and Analysis
 - Case Management
 - Reporting
 - Administration
 - Non-Functional Requirements (22 Points)
 - Overall Architecture
 - System Management and Administration
 - User Interface
 - Security
 - Performance
 - Licensing
 - Implementation and Post Implementation (20 Points)
 - Project Approach and Methodology
 - Work Plan
 - Risk Management Plan
 - Implementation Services
 - Project Management
 - Post Implementation
 - Evaluation of the Bidder Project Team (13 Points)
 - Team Composition
 - Project Team Experience and Expertise
 - Evaluation Scoring
 - Outstanding - Significantly Exceeds the Requirement (4)
 - Very Good - Exceeds the Requirement (3)
 - Good - Meets the Requirement (2)
 - Marginal - Meets Some of the Requirement (but not all of the requirement) (1)
 - Unacceptable - Does Not Meet the Requirement (0)
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BEST VALUE PROCUREMENT

- A “best value” procurement is defined as the offer that results in the most advantageous solution, in consideration of technical and cost factors. This procurement will follow the cost/technical tradeoff approach.
 - The goal of the best value procurement methodology is to determine which offeror provides the best combination of performance, qualifications, price, and other values based on their relative importance to the NBM and IDG.
 - Source Selection Review Committee (SSRC) is responsible for the acquisition and ensures that the source selection is conducted properly and efficiently and conforms to USAID and Federal acquisition policies and requirements.
 - The Technical Evaluation Committee (TEC) is responsible for ensuring a comprehensive evaluation of each submission in response to the RFP in accordance with the Source Selection Plan (SSP) and the evaluation factors contained in the solicitation.
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VOLUME 1 – TECHNICAL PROPOSAL


All proposals must include the following or are considered non-responsive:

1. Technical Proposal Submission Letter
2. Organization Description
3. Past Performance Information
4. Executive Summary
5. **Description of Solution's Technical Approach and Methodology**
6. Comments on the RFP
7. Work Plan
8. Response(s) to Functional Requirements
9. Response(s) to Non-Functional Requirements
10. Response(s) to Implementation Services Requirements
11. Response(s) to Project Management Requirements
12. Response(s) to Post-Implementation Requirements
13. Staffing Plan and Level of Effort
14. Professional Staff CVs
15. Professional Staff Letters of Commitment
16. Risk Management Plan



VOLUME 2 – FINANCIAL PROPOSAL

All proposals must include the following or are considered non-responsive:

1. Financial Proposal Submission Letter
 2. Budget Narrative
 3. Cost Proposal
 4. Total Cost of Ownership
 5. Evidence of Responsibility
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CONTRACT COST COMPONENTS AND TOTAL COST OF OWNERSHIP

- Cost components of the contract:
 - Licenses;
 - Implementation services;
 - Training; and
 - 12 months after final acceptance of standard licenses maintenance and support services and warranty services (including 500 man*hours for change requests).
 - TCO will be estimated based on all costs related to:
 - Cost components of the contract;
 - Estimated costs for on-going standard licenses maintenance and support services, covering a period of 5 years after the end of warranty period; and
 - Estimated costs for change requests in volume of 500 man*hours per year, for a period of 5 years after the end of warranty period.
 - The financial evaluation will consider other TCO items in addition to cost components of the contract.
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BID RESPONSE EXPECTATIONS

- The Bid Responses should have detailed and complete explanations for each of the areas addressed in the required bid response. Yes and No answers will not be considered to be responsive.
 - Bidders that partner with other organizations are expected to detail Prime Contractor and Subcontractor responsibilities. The Prime Contractor will have total project responsibility.
 - The Total Cost of Ownership must reflect all of the elements being proposed including Licensing, Customization, Implementation, Training and Maintenance.
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NEXT STEPS-FOLLOW-UPS AND VIRTUAL PRESENTATIONS

- Clarifications will be requested, as necessary.
 - The presentations will be limited to a review of the solution being proposed. IDG will provide the presenters with a predefined agenda.
 - The presentations will not be scored.
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CONTRACTING PROCESS

- The contract will be awarded to the Bidder that presents the best value solution with the greatest potential for a successful implementation.
 - Negotiations will take place with the Bidder chosen to represent the best value to the NBM, USAID, and IDG.
 - Contracting will be between IDG and the Winning Bidder with funding from USAID.
 - Consent to subcontract from USAID is required prior to awarding the contract to the successful Bidder.
 - The NBM will be an integral part of all of the aforementioned activities.
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NEXT STEPS


- The full Q&A including questions received during this session will be posted on the IDG website by Monday June 1, 2020

Q&A






QUESTIONS FROM BIDDERS

- How many users of the systems will be at all and by every role (Case management, Reporting, Analysts etc.)?
 - *The information related to number of users is provided in licensing requirements NF 6.05 (page 44). At the same time, please understand the NBM is not implementing a classic transaction monitoring tool, but rather wishes to aggregate and analyze different sources of data, including transactions in order to identify risk patterns.*
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QUESTIONS FROM BIDDERS

- Could you provide us an estimated number of training sessions and persons/training session? Should these trainings cover only the functionality of the Solution or also guidelines for the persons analyzing the alerts generated by the Solution, in order to better understand ML/TF indicators?
 - *The Training Plan must ensure an adequate level of knowledge transfer and cover all the user groups including Shareholder Transparency, AML, IT and both IT and Business administration and maintenance. The anticipated number of persons to be trained is in the range of 15-20 persons. The final agenda for trainings will be agreed in cooperation with the Vendor.*
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QUESTIONS FROM BIDDERS

- Could you please provide more information on the way Bank Risk Rating is calculated? Will the risk indicators assessed for calculating the Bank Risk Rating be dedicated to the AML/CFT area only? If not, what other areas should be considered?
 - *All commercial banks are normally subject to an annual assessment in terms of the BRR per the requirements of shareholders transparency and AML/CFT. The implementation of the software solution will enable the NBM to conduct continuous risk assessments of the banks. These assessments will be conducted automatically based on predetermined risk factors, criteria, scenarios, assessment algorithms etc.*
 - *The BRR is determined based on the calculations related to the AML/CFT risk criteria and risk indicators listed in Section 2.12.3 (page 17) in collaboration with the shareholders transparency area.*
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QUESTIONS FROM BIDDERS

- Will the NBM determine independently the risk level for commercial banks' clients or the risk level will be the one determined by the commercial banks?
 - *The banks have the obligation to determine the level of risk associated with each of their customers. The risk determined by the banks for their customers will not be the basis for determining the risk rating. The NBM will; however, consider the information provided by the banks when determining the overall risk rating for each bank.*
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QUESTIONS FROM BIDDERS

- Do you want to upload the old information (residing on hard copies) into the system? If yes, how many documents are subject to this exercise and which will be the way of scanning them?
 - *Much of the information on shareholders is currently contained in paper based documentation. The uploading and archiving will be determined by the NBM and will be performed by the NBM team. The data usually relates to individual personal information, completed questionnaires, bank account statements, agreements, etc. The documents will be OCR scanned PDFs. For unstructured data, the NBM needs to be able to search through the content and make linkages with other information through the network analysis functionality.*

THANK YOU!